NAVAIR Small Business Opportunities Overview

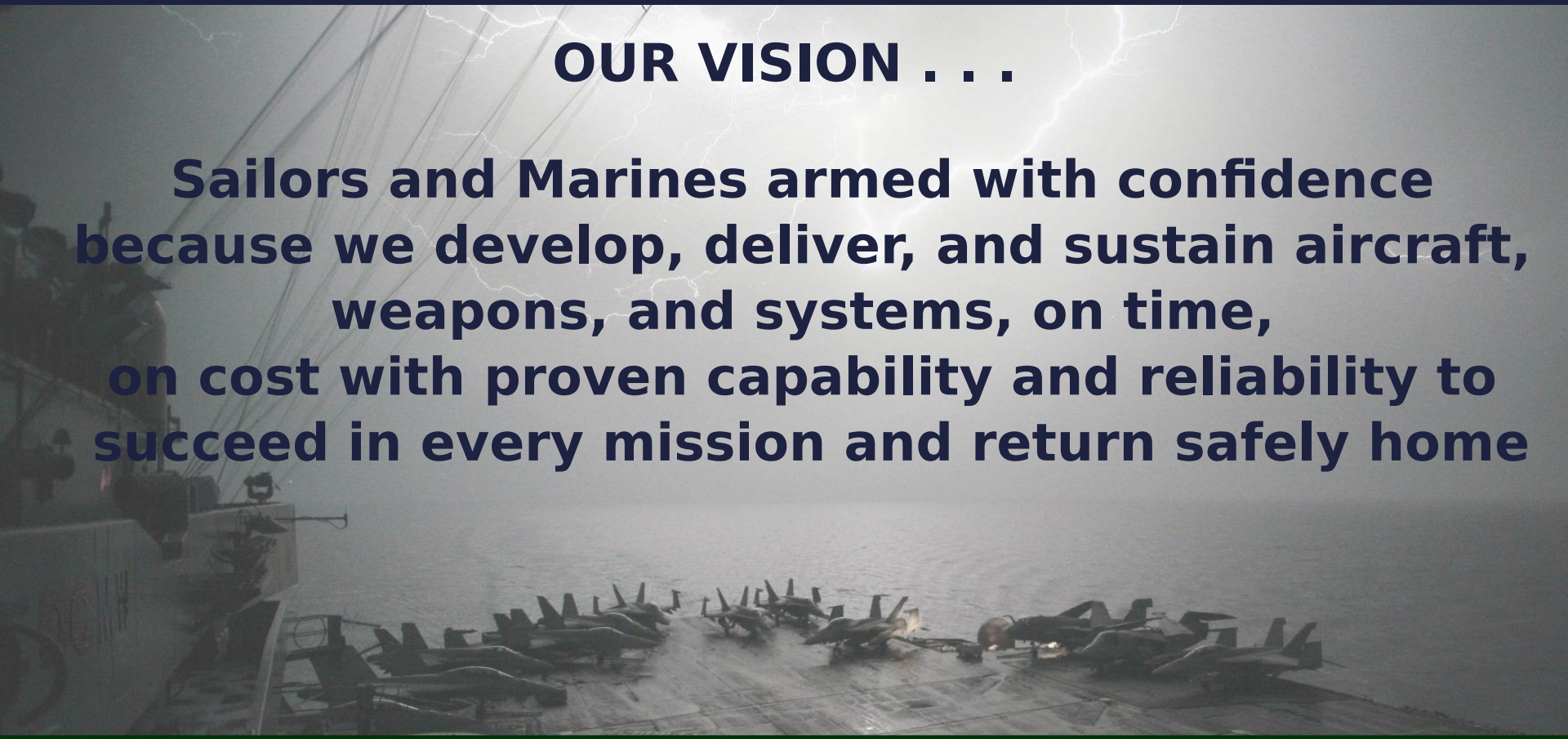
Presented to:
SMART PROC 2011
October 21, 2011

Presented by:
Ken Carkhuff
NAWCAD Small Business Deputy Team Lead
NAVAIR Office of Small Business Programs

NAVAIR Public Releases 10-596 and 11-1408, Distribution Statement A
"Approved for public release, distribution unlimited."

NAVAIR

Naval aviation serves America in the defense of freedom. This duty places Sailors and Marines in harm's way, where they must expect the unexpected. Sailors and Marines depend upon us to deliver capability and reliability.



OUR VISION . . .

Sailors and Marines armed with confidence because we develop, deliver, and sustain aircraft, weapons, and systems, on time, on cost with proven capability and reliability to succeed in every mission and return safely home

We value our dependable industrial base that executes sound systems engineering processes, controls costs and delivers

NAVAIR'S ROLE IN NAVAL AVIATION IS…

. . . To develop, acquire, and support aircraft and related systems which can be operated and sustained at sea

. . . To work with industry on behalf of the United States Navy to deliver products and services to the Sailor and Marine

Comparative Scaling

USS George Washington (CVN 73)
Overlaid on Typical Airfield Runway
(12,000 FT X 150 FT)

Our capabilities support the unique mission of naval aviation.

SMALL BUSINESS 101

NAVAIR'S POLICY IS TO PROVIDE "MAXIMUM PRACTICABLE OPPORTUNITIES IN ITS ACQUISITIONS TO SMALL BUSINESS…CONCERNS. SUCH CONCERNS SHALL ALSO HAVE THE MAXIMUM PRACTICABLE OPPORTUNITY TO PARTICIPATE AS SUBCONTRACTORS…"

FAR 19.201(a)

- PROCUREMENTS < $150K AUTOMATICALLY SET-ASIDE FOR SMALL BUSINESSES (SB)
- ALL ACTIONS > $150K ARE EXAMINED AND RATIONALE FOR NOT SETTING ASIDE PROCUREMENT FOR SB MUST BE JUSTIFIED
- TOOLS INCLUDE SET-ASIDES & SOLE SOURCE TO A SB

NAVAIR OSBP

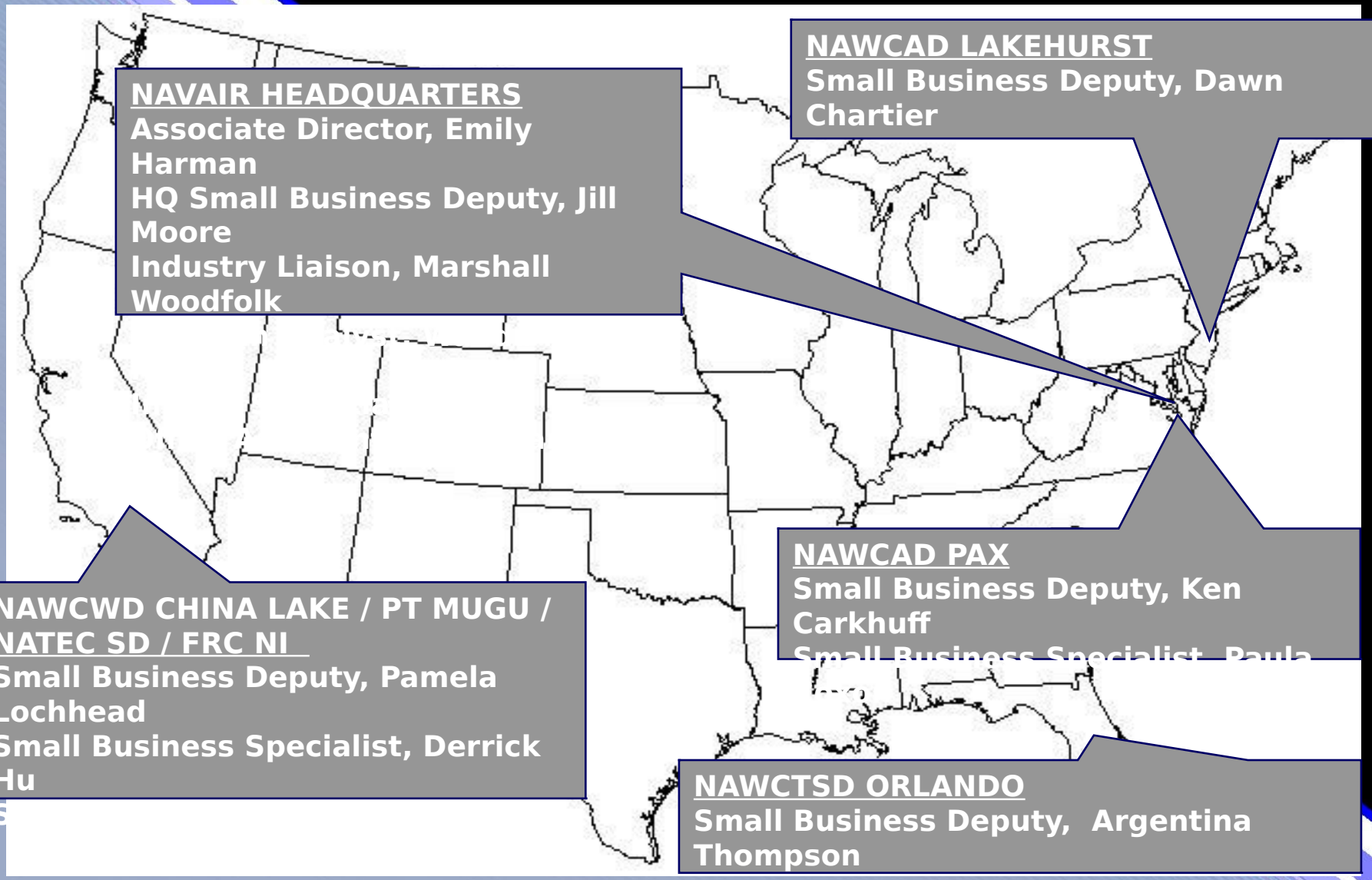
MISSION:

ENABLING THE **WARFIGHTER** WITH **CREATIVE SOLUTIONS** BROUGHT TO THEM THROUGH SMALL BUSINESS

VISION:

NAVAIR'S OFFICE OF SMALL BUSINESS PROGRAMS IS A VALUABLE RESOURCE THAT ENABLES THE **BEST SOLUTIONS FOR THE WARFIGHTER**. WE ARE ADVOCATES FOR NAVAIR'S STRATEGIC PRIORITIES: **CURRENT READINESS, FUTURE CAPABILITY AND PEOPLE**. ACHIEVING THESE PRIORITIES REQUIRES THE ENTREPRENEURIAL SKILLS OF **SMALL AND LARGE BUSINESSES**. WE STRIVE TO ENSURE THAT THE CREATIVE TALENTS OF SMALL BUSINESS ARE NURTURED AND SUSTAINED IN DEFENSE OF FREEDOM.

NAVAIR OSBP



NAVAIR HEADQUARTERS
Associate Director, Emily Harman
HQ Small Business Deputy, Jill Moore
Industry Liaison, Marshall Woodfolk

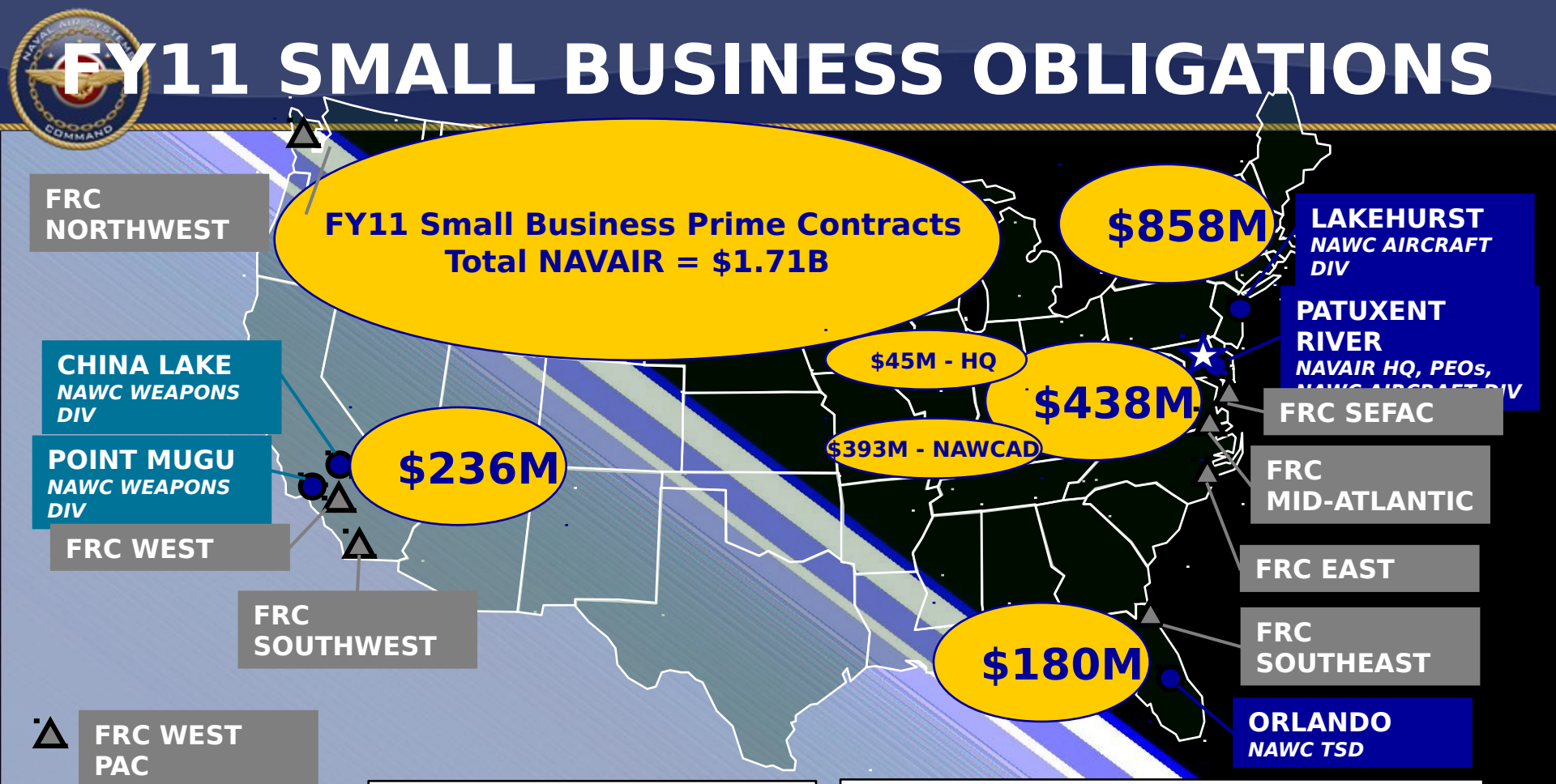
NAWCAD LAKEHURST
Small Business Deputy, Dawn Chartier

NAWCAD PAX
Small Business Deputy, Ken Carkhuff
Small Business Specialist, Paula

NAWCWD CHINA LAKE / PT MUGU / NATEC SD / FRC NI
Small Business Deputy, Pamela Lochhead
Small Business Specialist, Derrick Hu

NAWCTSD ORLANDO
Small Business Deputy, Argentina Thompson

FY11 SMALL BUSINESS OBLIGATIONS



WEAPONS
WEST COAST HUB

- *MISSILES / FREEFALL WEAPONS*
- *WEAPON SYSTEM INTEGRATION*
- *ELECTRONIC WARFARE SYSTEMS*
- *LAND RANGE / SEA RANGE*
- *NON LETHAL WEAPONS*

AIRCRAFT
EAST COAST HUB

- *AIR VEHICLES*
- *PROPULSION & POWER*
- *AVIONICS & SENSORS*
- *SHIP INTERFACE & SUPPORT SYSTEMS*
- *LAUNCH & RECOVERY*
- *UAVS*
- *ATLANTIC TEST RANGE AND GROUND SYSTEMS TEST FACILITIES*
- *HUMAN PERFORMANCE / SIMULATOR SYSTEMS*

Source: FPDS-NG 30 SEP 11

DO YOUR HOMEWORK

- Review NAVAIR web site – www.navair.navy.mil
- Review NAVAIR OSBP web site – www.navair.navy.mil/osbp
  - Strategic Plans
  - NAWCAD Operating Plan
  - Long Range Acquisition Forecast
  - Links to other NAVAIR web sites
  - Links to recent briefings
- Review FPDS-NG web site – https://www.fpds.gov/fpdsng
  - Find out what NAVAIR procured in the past

LRAF DATA SHEET

Forecast ted www.navair.navy.mil/osbp and s:

- Short descriptive title for the requirement
- Longer description of the requirement
- Estimated dollar value of the requirement
- Requiring Organization
- NAVAIR Contracting Office
- Est. Solicitation/Request for Proposal release date
- Timeframe when the contract may be awarded
- Small Business Set-Aside? (if known)
- Planned strategy (i.e., SDVOSB set-aside)
- Incumbent Contractor
- Procurement Quantities
- Period of Performance of the Contract
- Delivery/Performance Location
- Point of Contact

LONG RANGE ACQUISITION FORE...

Short Descriptive Title of Contracting Opportunity (to include RFPs)	Expected Dollar Value Range for the Requirement (include "options")	Small Business Set-Aside	Procurement Method	Requiring Organization	Projected NAVAIR Contracting Office	Anticipated Solicitation / RFP (Qtr/FY)	Anticipated Contract Award (Qtr/FY)	Anticipated Period of Performance (months or years)	Incumbent Contractor (if applicable)	Projected Work Location	Procurement Quantity (if applicable)	Point of Contact (phone or email)

DISCLAIMER United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy (DoN) to prepare expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The contains NAVAIR requirements valued at $150,000 or more that are forecasted for the upcoming and next two fiscal years. The foreca for informational and marketing purposes only. It does not constitute a specific offer or commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.

*NOTE: All information contained in this Long Range Acquisition Forecast is based on the upcoming fiscal year and two succeeding fiscal years.

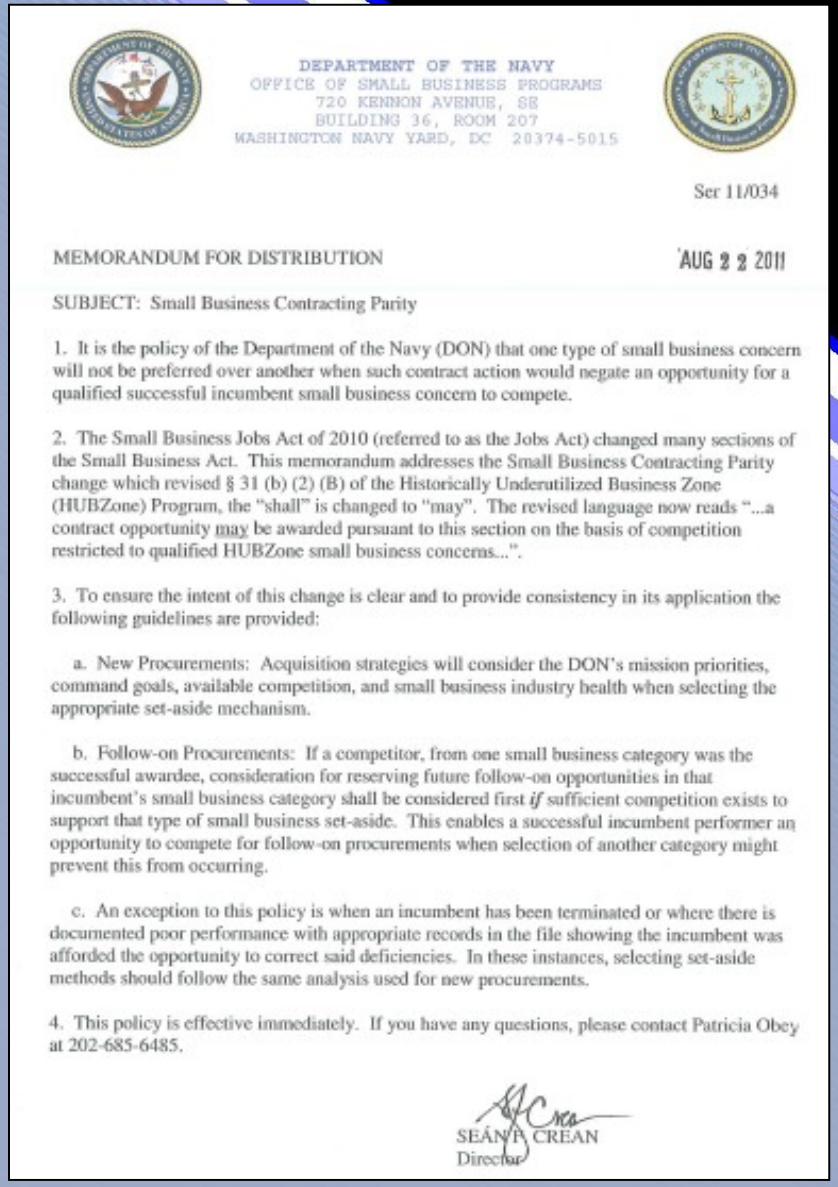
**NOTE: Use the drop down menus for the selection of the following data sets: Expected Dollar Value, Small Business Set-Aside, Procurement Method, Anticipated Solicitation and Anticipated Contract Award.

GUIDANCE TO INDUSTRY

- Company Data Sheet
  - **No more than three pages** (MS Office document) about your company and services
  - **Tailored for NAVAIR**
  - Keep it simple and **make your company stand out**
- Answer the following
  - **Company point of contact information**
  - Describe what your company does (products or services)
  - **How your mission relates to Naval Aviation**
  - Product commercially available?
  - Intellectual property rights?
  - Product utilized with or on any other DoD, government, or commercial platform?
  - Quantitative data on product performance
  - Small business certifications, current contract vehicles and NAICS

Posted on NAVAIR OSBP website under the marketing tab:
www.navair.navy.mil/osbp

DON OSBP PARITY MEMO – 22 AUGUST 2011



DEPARTMENT OF THE NAVY
OFFICE OF SMALL BUSINESS PROGRAMS
720 KENNON AVENUE, SE
BUILDING 36, ROOM 207
WASHINGTON NAVY YARD, DC 20374-5015

Ser 11/034

MEMORANDUM FOR DISTRIBUTION

AUG 2 2 2011

SUBJECT: Small Business Contracting Parity

1. It is the policy of the Department of the Navy (DON) that one type of small business concern will not be preferred over another when such contract action would negate an opportunity for a qualified successful incumbent small business concern to compete.

2. The Small Business Jobs Act of 2010 (referred to as the Jobs Act) changed many sections of the Small Business Act. This memorandum addresses the Small Business Contracting Parity change which revised § 31 (b) (2) (B) of the Historically Underutilized Business Zone (HUBZone) Program, the "shall" is changed to "may". The revised language now reads "...a contract opportunity may be awarded pursuant to this section on the basis of competition restricted to qualified HUBZone small business concerns...".

3. To ensure the intent of this change is clear and to provide consistency in its application the following guidelines are provided:

a. New Procurements: Acquisition strategies will consider the DON's mission priorities, command goals, available competition, and small business industry health when selecting the appropriate set-aside mechanism.

b. Follow-on Procurements: If a competitor, from one small business category was the successful awardee, consideration for reserving future follow-on opportunities in that incumbent's small business category shall be considered first *if* sufficient competition exists to support that type of small business set-aside. This enables a successful incumbent performer an opportunity to compete for follow-on procurements when selection of another category might prevent this from occurring.

c. An exception to this policy is when an incumbent has been terminated or where there is documented poor performance with appropriate records in the file showing the incumbent was afforded the opportunity to correct said deficiencies. In these instances, selecting set-aside methods should follow the same analysis used for new procurements.

4. This policy is effective immediately. If you have any questions, please contact Patricia Obey at 202-685-6485.

SEAN P. CREAN
Director

- **Implements Small Business Contracting Parity directed by the Small Business Jobs Act of 2010**
- **DON policy that one type of small business concern will not be preferred over another when such contract action would negate an opportunity for a qualified successful incumbent to compete**
- **Consistency of application**
  - **New procurements: Acquisition strategies will consider DON's mission priorities, command goals, available competition, and small business industry health**
  - **Follow-on procurements: If a competitor, from one small business category was the successful awardee, consideration for reserving future follow-on opportunities in that incumbent's small business category shall be considered first if sufficient competition exists**
  - **Exception: Incumbent has been terminated for cause or documented poor performance with appropriate records showing incumbent had an opportunity to correct the deficiencies**
- **Policy is effective immediately**

LET US KNOW!

- When NAVAIR issues a Sole Source Synopsis and you believe your company can provide the services/supplies, **Let** us know!
- If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are **2 or more** SDVOSBs, 8(a)s, HUBZones, WOSBs or Small Businesses that can do the work, Let **us know!**
- Work Closely with the Contract Specialist and Small Business Deputy

NAVAIR OSBP web site
www.navair.navy.mil/osbp

Small Business – The First Option

AFTER CONTRACT AWARD

- **Key Message: You Must Now *Perform*!**
- ***Let NAVAIR Know*** **if you're experiencing difficulties..ASAP**
  - **Technical/Performance**
  - **Schedule**
  - **Financial**
- **…These communications should be *documented***
- **Know your *contract*…scope, terms and conditions, schedules, deliverables- it's what we're holding YOU accountable for**
- **Be aware the Government rates your performance yearly in a *CPAR* (Contractor Performance Assessment Report) – used in future source selections (contracts over $1M for services and over $5M for products)**

RESOURCES AVAILABLE TO ASSIST

First line of communication after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical customer
- NAVAIR Small Business Deputy
- Also
  - SBA (www.sba.gov)
    - Counseling- in person, e mail
    - Financial assistance
    - Training
  - PTAC (www.aptac-us.org/new)
    - Counseling- in person, e mail
    - Training

UPCOMING EVENTS

- **Veteran's Conference**
  - **Date: 16-17 November 2011**
  - **Time: 0800-1600**
  - **Location: Schoolcraft College; Livonia, MI**
  - **Hosted by Michigan Procurement Technical Assistance Centers**
  - **General Motors, Ford Motor Company, Chrysler and Government agencies participating**
- **St. Mary's County (SMC) Small Business Outreach Event**
  - **Date: 30 November 2011**
  - **Time: 0800-1600**
  - **Location: Southern Maryland Higher Education Center**
  - **Focus: Simplified Acquisition (<$150K)**
  - **Hosted by SMC Dept. of Economic & Community Development**
  - **Multiple Navy, state and local agencies participating**
- **NAWCAD Pax River LRAF Industry Day**
  - **Date: March 2012**
  - **Location: Solomons Island, MD**
  - **Contracts, Business & Partnership Office, and OSBP representation**

– in the final analysis this is what matters most.